



# ***College of Aerospace Doctrine, Research, and Education***

## ***Military Deception and Counter Deception IW-120***



# AFDD 2-5

**INFORMATION**

**SUPERIORITY**

**INFORMATION**

**OPERATIONS**

**INFORMATION-in-WARFARE**

**gain**



**exploit**

Precision Nav & Position	ISR	Weather
Other Info Collection/ Dissemination Activities		PAO

**INFORMATION WARFARE**

**defend**



**attack**

**COUNTERINFORMATION**

DEFENSIVE COUNTERINFORMATION		OFFENSIVE COUNTERINFORMATION	
Information Assurance	Counter-intelligence	PSYOP	Physical Attack
OPSEC	Counter-Propaganda	Military Deception	Electronic Warfare
Electronic Protect	Counter-Deception	CNA	PAO
CND	PAO		

**Successfully executed  
Information Operations  
achieve information superiority**

# Overview

- **Deception -- “the lie”**
- **Deception in nature**
- **Deception & the individual**
- **Military deception**
  - **Deception in practice**
  - **Levels of military deception**
- **Counter-deception**

**Deception:**  
**“To deceive..”**  
**“mislead**  
**by a false appearance**  
**or statement”**

**The Random House College**

**Dictionary**

# Some Statistics

**“LYING: A WAY OF LIFE”**

**THE DAY AMERICA TOLD THE TRUTH**

**(PRENTICE HALL)**

**...OVER 90% LIE ROUTINELY  
(SAY WHAT OTHERS WANT TO HEAR)**

**TO:**

**ABOUT:**

- **PARENTS 86%**
- **FRIENDS 75%**
- **SIBLINGS 73%**
- **SPOUSES 69%**

- **FEELINGS 81%**
- **INCOME 43%**
- **SEX 40%**

***“It is not a lie when you are  
ordered to lie.”***

***a senior Iraqi biological  
weapons official***

**Mark Twain suggested that, “When in doubt, tell the truth. It will confound your enemies and astound your friends.”**

**"Though fraud in other activities may be detestable, in the management of war it is laudable and glorious, and he who overcomes the enemy by fraud is as much to be praised as he who does so by force."**

# Deception in Nature



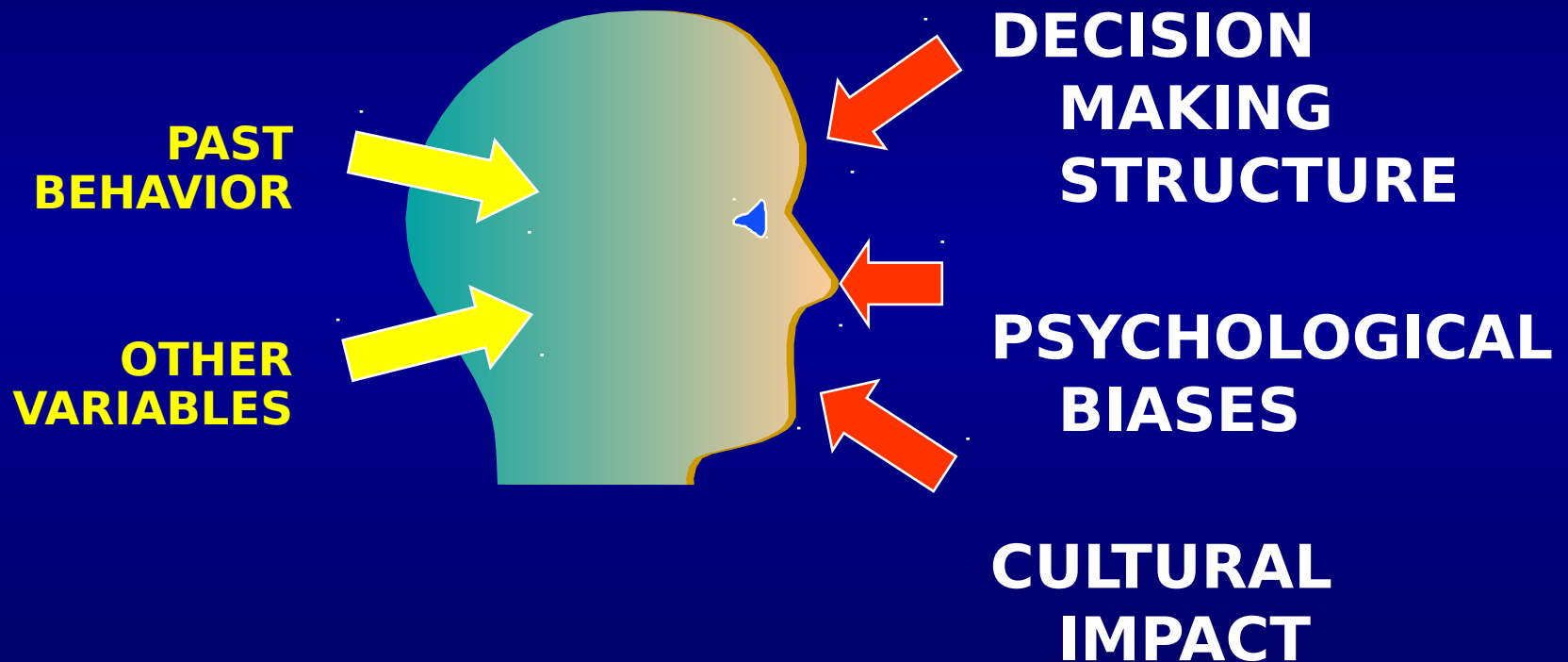


***"For the great majority of mankind are satisfied with appearances as though they were realities ...***

***and are often more influenced by the things that seem, than by those that are."***

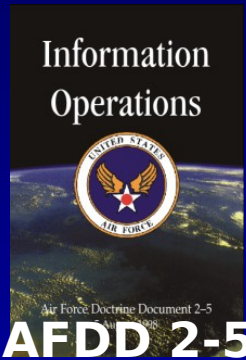
**Machiavelli**

# Target Assessment



**INFLUENCES THAT AFFECT PERCEPTIONS**

# Military Deception



**... actions executed to deliberately mislead adversary military decision makers as to friendly military capabilities, intentions, and operations, thereby causing the adversary to take specific actions (or inactions) that will contribute to the accomplishment of the friendly mission.**

**All warfare is based on deception.**

*Sun Tzu, The Art of War, 500BC*

**In other words...**

**Presenting incorrect information,  
thereby affecting perceptions  
and, ultimately, decisions**

# Deception Philosophy uses Perception Management

- Make the adversary commander see the battlefield *a certain way*
- Based on biases, we seek to *reinforce* the *adversary's own ideas of reality*
- Confuse, delay, or stop the O-O-D part of the OODA Loop
- Condition the adversary

***Therefore,  
“A prince who deceives  
always find men who let  
themselves be  
deceived.”***

**OR**

**Niccolo**

**Machiavelli - 1513**

***“There’s a sucker born  
every minute.”***

**P.T Barnum**

# Deception's Primary Goal

Support the Commander's mission and concept of operations

- **Cause adversary to incorrectly employ forces**
- **Cause adversary to reveal strengths, weaknesses, dispositions and future intentions**
- **Overload adversary intelligence and analysis capability**
- **Condition adversary to patterns that can be exploited**
- **Cause adversary to waste combat power**

**(Cause the adversary to lose)**

# **Maxims to “Lie”**

## **By**

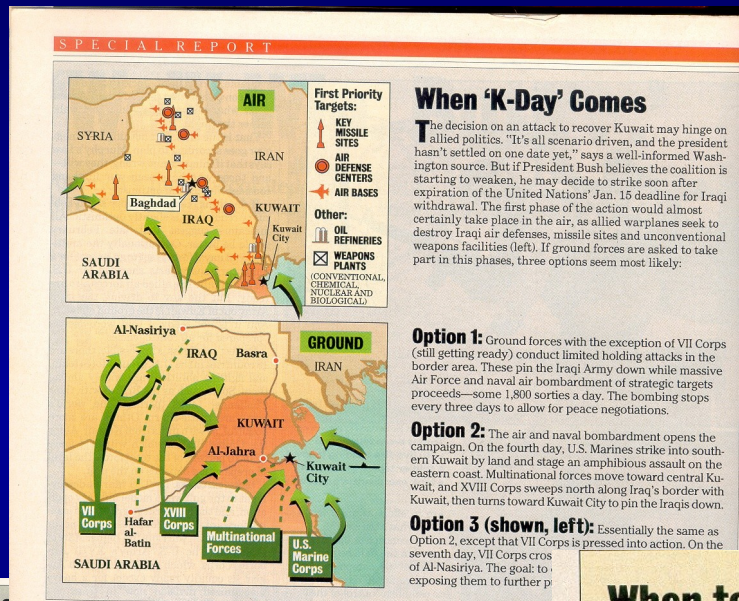
- **Reinforcing a perception is easier than changing**
- **Use lots of truth**
- **Too much ambiguity can mask the story**
- **Sequence deception events to avoid saturation**
- **Give the story through a number of media**
- **Avoid windfall inputs**
- **Feedback increases the chances of success**
- **Plan for “what if?”**



# • Give the story through a number of media



Jan & Feb 1991



## When 'K-Day' Comes

The decision on an attack to recover Kuwait may hinge on allied politics. "It's all scenario driven, and the president hasn't settled on one date yet," says a well-informed Washington source. But if President Bush believes the coalition is starting to weaken, he may decide to strike soon after expiration of the United Nations' Jan. 15 deadline for Iraqi withdrawal. The first phase of the action would almost certainly take place in the air, as allied warplanes seek to destroy Iraqi air defenses, missile sites and unconventional weapons facilities (left). If ground forces are asked to take part in this phase, three options seem most likely:

**Option 1:** Ground forces with the exception of VII Corps (still getting ready) conduct limited holding attacks in the border area. These pin the Iraqi Army down while massive Air Force and naval air bombardment of strategic targets proceeds—some 1,800 sorties a day. The bombing stops every three days to allow for peace negotiations.

**Option 2:** The air and naval bombardment opens the campaign. On the fourth day, U.S. Marines strike into southern Kuwait by land and stage an amphibious assault on the eastern coast. Multinational forces move toward central Kuwait, and XVIII Corps sweeps north along Iraq's border with Kuwait, then turns toward Kuwait City to pin the Iraqis down.

**Option 3 (shown, left):** Essentially the same as Option 2, except that VII Corps is pressed into action. On the seventh day, VII Corps crosses the border into Kuwait from Al-Nasiriya. The goal: to exposing them to further p

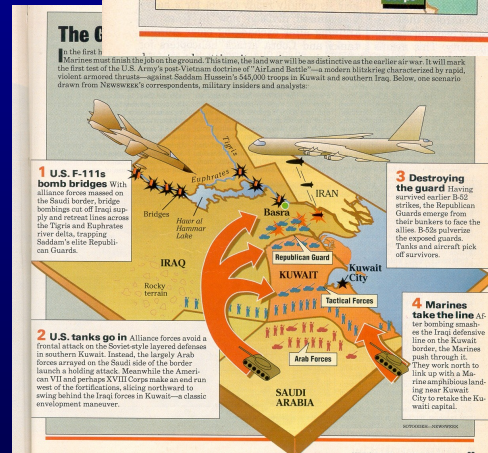
## When to Attack?

High tides and low moonlight are best for amphibious landings. The most favorable days this month are when the two coincide, Feb. 15 to 18.

February						
Sun.	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28		

Minimum Moonlight  
High Tide

SOURCES: NOS; THE WORLD ALMANAC



# **Levels of Military Deception**

- **Strategic Military Deception**

**At the national level - Example: “Star Wars”**

- **Operational Military Deception**

**Theater/Combatant Cmdr level - Example: “Operation Fortitude”**

- **Tactical Military Deception**

- **Service Military Deception**

# Operation Fortitude

- **Fortitude North**
  - **Norway and other Scandinavian countries**
    - Tie down 13 Army divisions; 58K Luftwaffe; 89K Naval -- total: 372K Axis personnel
    - Based on the idea of a joint American-British-Russian invasion
    - Maintained for 2 months after the invasion
- **Fortitude South**
  - **Pas de Calais**
    - Divert forces from the Normandy area
    - Based on Lt Gen Patton leading the invasion
    - Developed “Ghost” divisions as the invasion force; fictional army of approx one million



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**On the battlefield - Example: Camouflage/Concealment**

- **Service Military Deception**

# Deception Techniques

## HIDE THE REAL FAKE

(DISSIMULATION)

- **MASKING**
- **REPACKAGING**
- **DAZZLING**

-

## SHOW THE

- **MIMICKING**
- **INVENTING**
- **DECOYING**



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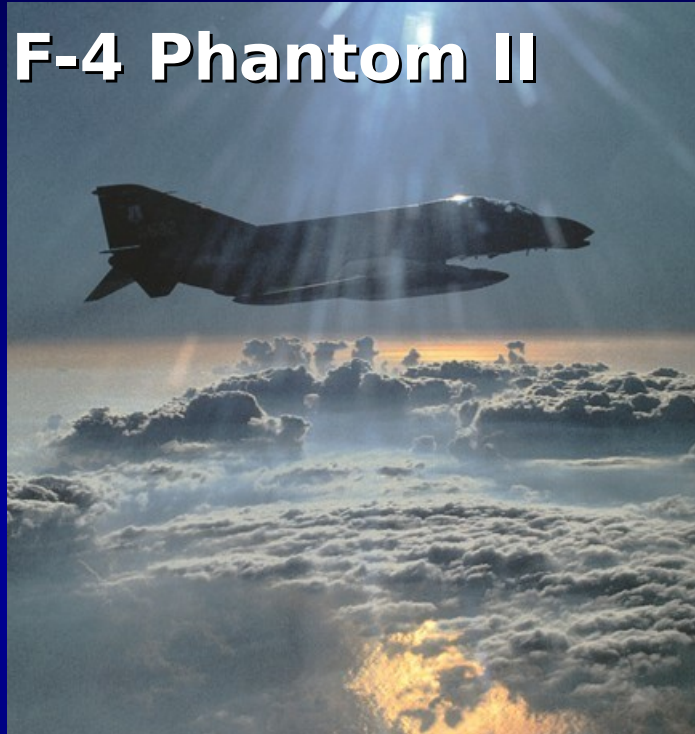
**Air Force - Example: “Operation Bolo”**



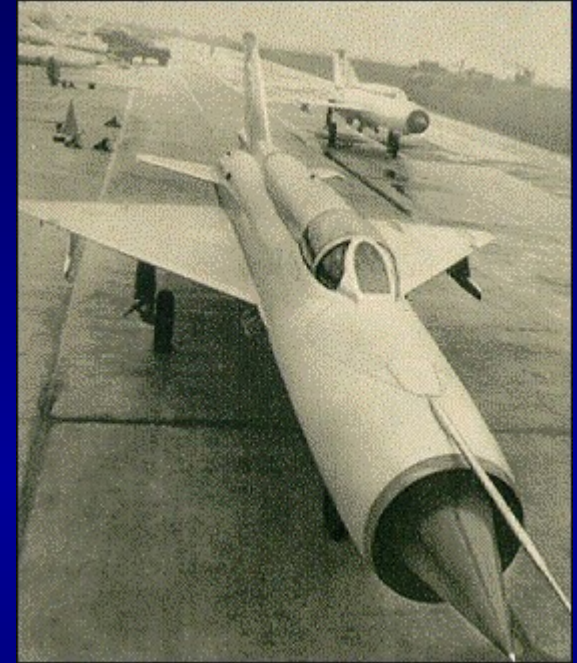
# Operation Bolo



**F-4 Phantom II**



**MIG-21 Fishbed**



**F-105 Thunderchief**



**RF-4C**

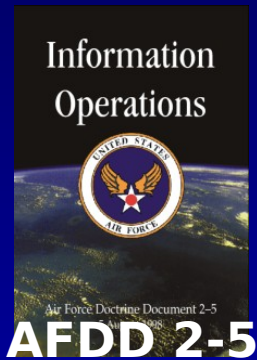
**“It is pardonable to be  
defeated,  
but never to be surprised.”**

**Frederick the**

**Great**



# Counter-Deception



**... those efforts to negate, neutralize, diminish the effects of, or gain advantage from a foreign deception operation.**

- **Depends on intelligence operations to contribute to awareness of the adversary**
- **Can ensure friendly decision makers are aware of adversary deception activities in order to take appropriate action**

# Counter-Deception Basics

- **Anyone can use deception**
  - **Advanced technology not required**
- **We have perceptions and biases also**
- **Some nations are better liars than others**

# **Counter-Deception Questions**

- **Is our perception consistent with the most obvious and reasonable ways the adversary may act?**
- **Was information received from normal channels? Can it be corroborated?**
- **What is missing?**
- **Who tells the Emperor he has no clothes?**

# **Counter-Deception Tips**

- **Intelligence personnel should seek philosophical help from staff deception experts**
- **Devil's advocate: Try to strip our biases**
- **Every deception has cracks and seams**
- **Be wary of windfalls**
- **Small bits of information are usually unreliable**

# **When We Were Had**

- **Battle of the Bulge**
  - **The Germans are beat!!! We'll be home by...**
- **Cuban Missile Crisis**
  - **The Russians would never do that!**
- **Tet Offensive**
  - **The “war” is almost over...**

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